

Message Text

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PAGE 01 STATE 193956

61

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU:SDW

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COM/BIC/CAGNE/PBHALE

COM/BIC/CAGNE/GBECK

STATE/NEA/ARN/MMAUGHAN

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R 151624Z AUG 75

FM SECSTATE WASHDC

TO USINT BAGHDAD

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E.O. 11652: N/A

TAGS: BEXP, IZ

SUBJECT: FERTILIZER PLANTS - KELLOGG INTERNATIONAL

REF: BAGHDAD 846

1. CAGNE CONTACTED FRANK SHIPMAN, EXECUTIVE VICE PRESIDENT, M.W. KELLOGG, AND KELLOGG WASHINGTON REP, ED HALLINAN. ACCORDING SHIPMAN, COMPANY FINDS IT QUOTE TOO RISKY TO TAKE LUMP SUM FOR ON-SHORE LABOR AND MATERIALS UNQUOTE. KELLOGG WILL GIVE NOT TO EXCEED FIGURE ON OPEN-END PORTION OF BID AND FREEZE PRICE WITHIN SPECIFIED PERIOD OF TIME AFTER SIGNING CONTRACT. COMPANY WILL ASSUME LIMITED LIABILITY FOR OVERRUN, IF FROZEN PRICE ABOVE MAXIMUM PRICE PREVIOUSLY GIVEN.

2. KELLOGG HAS AGENT IN BAGHDAD WHO HAS BEEN IN CONTACT WITH MINISTRY OF INDUSTRY PROJECT OFFICER THIS WEEK. JIM AITKEN, KELLOGG INTERNATIONAL LONDON OFFICE, WILL BE LEAVING FOR BAGHDAD WITHIN NEXT FEW DAYS AND WILL CONTACT USINT ON ARRIVAL. COMPANY HAS NOT GIVEN UP ON THIS

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PROJECT YET.

3. BOTH SHIPMAN AND HALLINAN MOST APPRECIATIVE OF USINT,

STATE AND COMMERCE EFFORTS TO ASSIST COMPANY ON THIS
PROJECT. KISSINGER

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Message Attributes

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Disposition Authority: ShawDG
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